



Small Business Qualification Level Update to the EERMC

Provided by National Grid

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History

In the Annual Energy Efficiency Plan for 2019 the Company changed the qualification level for the Small Business Direct Install Program. In the 2019 Plan, commercial customers who consumed less than 1,000,000 kWh per year were now allowed to be served by the SMB/DI Program. Previously only customers with an average monthly demand of less than 200kW were served by the SMB/DI Program. The changes were made for two reasons.

1. Using consumption instead of demand is easier for customers to understand whether they can be served by the SMB/DI pathway. Other program administrators and utilities across the country qualify customers in this fashion. Massachusetts is a notable example.
2. The SMB/DI program would now be able to serve a group of customers who may have not have received as much attention from our sales team as their larger peers or who did not know how to participate in the large C&I programs.

This change was made with approval of the settling parties and after a presentation to the EERMC.

Update

As a result of the aforementioned change ~200 accounts were added to the pool of customers that may now be served by SMB/DI. This list of additional accounts was then scrubbed and municipal, recently completed, and current grocery initiative customers were removed. The remaining 85 accounts have been contacted by Rise and 20 have agreed to or have completed audits.

Of the 20 customers that said "Yes" to an audit 5 were prior participants and 15 showed no prior participation. Rise will be working with these 20 customers to move forward as soon as possible. They will also continue to market to the remaining 65 accounts.